



Forestry and
Land Scotland
Coilltearachd agus
Fearann Alba

Timber sales

Tender of standing timber



Scotland's National
Forest Estate is
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Sale of Standing Timber

To be opened at FLS Head Office on
26th November 2025 at 12.00 hours

<u>Sale Type</u>	<u>Quantity (approx.)</u>
Standing Timber (m3obs)	147728

Please note this catalogue is for information only and bids received using the tender form attached will be excluded from the sale.

All bids for this sale must be submitted through the E-sales system.

For information on registering as an E-sales user please visit [eSales System Guidance, Support & Help | Forestry and Land Scotland](#)

General Conditions of Sale

All timber on offer in this sale is covered by Chain of Custody Certificate No FSC: SA-FM/COC-007002 and PEFC: SA-PEFC-FM-007002. These certificates were issued on 12 November 2024 under the QUALIFOR Programme by SGS Forestry.

1. The sale of each Lot is subject to:
 - a. Standing Timber – Standard Short-Term Contract for the sale of Standing Trees (Published March 2024)
 - b. Sawlogs at Roadside – Standard Short-Term Contract for the sale of Sawlogs (Published March 2023)
2. Prospective Purchasers are advised to read the terms and conditions of sale prior to bidding. Any bid accepted by Forestry and Land Scotland (FLS) shall be subject to the terms and conditions laid out in the relevant standard short-term contract and schedules Parts 1 – IV
3. There will be a contractual obligation on the part of the successful purchaser to provide FLS with key information within a timebound period as specified in the short-term standard contracts. Prospective bidders should be aware that failure to provide said information to FLS within the timebound period may lead to termination of contract and resale by FLS.
4. Arrangements to inspect the timber should be made directly with the FLS Contract Manager named in Part 1 of the Schedule. An address list for Regional Operations Managers and Assistant Operations Managers, along with key contacts in National Office is on the last page of this catalogue.
5. Site boundaries will be clearly marked in a common manner. External boundary trees will be marked with white tape or marking, i.e. the trees to be left standing after harvesting operation. Purchasers will be deemed to have acquainted themselves with arrangements for access and constraints, if any, in respect of each Lot, details of which are specified in the site-specific conditions and sale maps.
6. Prospective purchasers are advised to consult a copy of the map of timber haulage (preferred) routes on public roads before bidding for the lots where these apply. Copies of all the maps together with a statement of preferred routes are held by the Regional Managers also all local authority Divisional Road Surveyors within the Region.
7. No Lot carries entitlement to continuity of supplies of timber outside the terms and conditions of the Agreement.

8. All bids/offers shall be exclusive of Value Added Tax, which shall be added to the purchaser price of each Lot at the appropriate rate.
9. Conditional Bids - FLS shall only consider conditional bids for Roadside lots if they meet the terms laid out in Particulars of Sale, Logs at Roadside, paragraphs 10 – 13.

Particulars of Sale

Standing Timber

1. Lots are either offered for lump sum bids or bids per tonne as clearly described on the top of each page in this catalogue.
2. Lots offered for price per tonne bids – Estimated tonnage and derived volume have been subject to the tariff method described in the sale catalogue, or as otherwise stated production forecast data.
3. Lots offered for lump sum bids - All volume estimates have been derived from a full Tariff unless otherwise stated. Tariff sheets may be Requested from the FLS Contract Manager.
4. The Purchaser shall be deemed to have formed their own estimate of sale quantity / volume of Trees on the Sale Area and shall also be deemed to have satisfied themselves as to the occurrence of butt rot and stain and no subsequent allowance or reduction will be made.
5. The “indicative” start and end dates are as indicated against each Lot in the catalogue and must be agreed at the Pre-Commencement meeting (PCM). The indicative contract period has been based on the following FLS Standard Harvesting Output Framework: -
 - a. Clearfell to include Roadside Uplift – 500m³obs per week (1 Harvester + 4 week contingency)
 - b. Thinning to include Roadside Uplift – 200m³obs per week (1 Harvester + 4 week contingency)
 - c. Skyline / Cablecrane Extraction to include Roadside Uplift – 250m³obs per week + 4 week contingency

Sale Type	Volume Category	Maximum Period
Standing Clearfell	<6km ³ obs	Up to 16 Weeks (112 Days)
Standing Thinning	<6km ³ obs	Up to 34 Weeks (238 Days)
Skyline / Cablecrane	<6km ³ obs	Up to 28 Weeks (196 Days)
Standing CF	6km ³ obs – 10km ³ obs	Up to 24 Weeks (168 Days)
Skyline / Cablecrane	6km ³ obs – 10km ³ obs	Up to 44 Weeks (308 Days)
Standing CF	10km ³ obs– 30km ³ obs	Up to 64 Weeks (448 Days)
Skyline / Cablecrane	10km ³ obs– 30km ³ obs	Up to 124 Weeks (868 Days)

6. Where the contract period is shorter than the expected period derived from the FLS Standard Harvesting Output Framework, FLS will provide the reason(s) for such in the site-specific conditions. In such circumstances prospective purchasers should consider the level of harvesting capacity and uplift patterns that would be required to complete the contract within the shortened timebound period.
7. Where the contract period is longer than the expected period derived from the FLS Standard Harvesting Output Framework, and for reasons attributed to site specific timing constraints, FLS will provide an indicative period when work and / or haulage access is likely to be restricted.
8. Prior to the “indicative” start date, the Purchaser must contact the FLS Contract Manager to agree the PCM. At least 7 days before any PCM can take place the Purchaser must provide FLS with key information pertaining to clause 5.5, 12.1 and 12.4 of the standard contract.
9. The Start Date may, at the request of the Purchaser and with the agreement of Forestry and Land Scotland at the PCM, be deferred for a maximum of two calendar months. Any such agreement will form an addendum to the contract

Logs at Roadside

10. Lots are either offered for a price per cubic metre underbark or for a price per tonne as clearly described on the top of each page in this catalogue.
11. Where lots are offered for a price per cubic metre underbark - the volume of the timber will be calculated from the weight of loads supplied, converted to volume using volume/weight fixed conversion factors where such agreements currently exist between Forestry and Land Scotland and relevant parties. Successful purchasers that do not have an agreement for fixed conversion factors with Forestry and Land Scotland shall be

required to agree a fixed conversion factor(s) based on the national data set within the relevant supplying location.

12. Where logs are already cut to roadside, this has been stated in the sale catalogue and a breakdown of log specification given. Where logs are still to be felled, FLS has stated the anticipated date for extraction to roadside.
13. The average DBH of the standing trees from which the logs will be produced is an estimate only, provided for the guidance of prospective purchasers - it is not guaranteed.
14. Forestry and Land Scotland (FLS) carefully consider the log specification, including the product range, for sawlogs and roundwood and advertise them for sale at roadside on this basis. In the event of a conditional bid being placed, FLS shall only consider a request to change that specification if it falls within the Minimum Top Diameter, Minimum and Maximum lengths and Average DBH as advertised in the sale catalogue. Any condition outwith this range shall be excluded.
15. Conditional bids that do not influence the advertised specification and therefore the value of the sale lot shall of course be considered wherever possible.
16. In the event of a conditional bid being accepted, FLS reserve the right to vary the contract volume if the breakout is adversely affected.
17. Conditional Bids must be recorded on a Lot by Lot Basis. FLS shall not accept conditional bids condensed into 1 single Lot and covering multiple lots. FLS reserve the right to exclude any conditional bids that are not correctly submitted on a Lot-by-Lot basis.
18. The indicative start and end dates are as indicated against each Lot in the catalogue and must be agreed with the FLS contract Manager in writing as part of the pre contract start-up meeting or discussion. The indicative contract period has been based on expected uplift patterns:
 - a. Roadside Uplift – 10 Loads per week (250 Tonnes) + 4-week contingency

Sale Type	Volume Category	Maximum Period
DP Roadside	<2km ³ _{ub}	Up to 12 Weeks (84 Days)
DP Roadside	2km ³ _{ub} – 4km ³ _{ub}	Up to 20 Weeks (140 Days)
DP Roadside	4km ³ _{ub} – 6km ³ _{ub}	Up to 28 Weeks (196 Days)

19. Where the contract period is shorter than the expected period derived from expected uplift patterns, FLS will provide the reason(s) for such in the sale catalogue. Prospective purchasers should consider the required level of uplift to complete the contract within the shortened timebound period.
20. Where the contract period is longer than the period derived from expected uplift patterns, and for reasons attributed to timing constraints, FLS will provide an indicative period when haulage access is likely to be restricted.
21. 14 Days prior to the “indicative” start date, the FLS contract Manager will contact the Purchaser to exchange key information pertaining to clause 3.1, 3.5 and 3.6 of the standard contract.
22. The Start Date may, at the request of the Purchaser and with the agreement of Forestry and Land Scotland as part of the pre contract start-up meeting or discussion, be deferred for a maximum of two calendar months. Any such agreement will form an addendum to the contract.
23. POORLY CONSTRUCTED TIMBER STACKS CAN POSE A THREAT TO LIFE AND THE ENVIRONMENT. All roadside timber stacking must adhere fully to:
- a. [FISA Guide 803](#) and;
 - b. [FLS Guidance Note: Safe Management of Timber Stacks](#)
24. Any non-compliance with this guidance will result in Amber / Red Conditions being applied to the contact.

Species Codes and Abbreviations

SP	Scots Pine
LP	Lodgepole Pine
CP	Corsican Pine
MP	Mixed Pine
EL	European Larch
ESF	Silver Fir
HL	Hybrid Larch
JL	Japanese Larch
ML	Mixed Larch

NS	Norway Spruce
SS	Sitka Spruce
MS	Mixed Spruce
DF	Douglas fir
GF	Grand fir
NF	Noble fir
WH	Western Hemlock
OMS	Serbian Spruce
MOP	Mountain Pine
LC	Lawson's Cypress
RC	Western Red Cedar
MC	Mixed Conifer
MB	Mixed Broadleaves
BE	Beech
RON	Nothofagus Obliqua
cm	Centimetres
m3	Cubic Metres
m	Metres
TD	Top Diameter
UB	Underbark
OB	Overbark
DBH	Diameter at Breast Height
Ha	Hectares

FORESTRY AND LAND SCOTLAND - STAFF LIST

Forestry and Land Scotland, Great Glen House, Leachkin Road, Inverness IV3 8NW – 0300 067 6000		
Kevin Quinlan	Chief Executive	Edinburgh
Graeme Prest	Head of Land Management	Inverness
Mick Bottomley	Head of Marketing & Sales	Edinburgh
Stuart MacKinnon	Marketing & Sales Business Manager	Inverness

North Region - Inverness Forest District Office Smithton, Inverness, IV1 2NL – 0300 067 6100		
Malcolm MacDougall	Operations Manager	Inverness
Hazel Maclean	Assistant Operations Manager	Golspie
Guy Muir	Assistant Operations Manager	Inverness
Luke Wilson	Assistant Operations Manager	Inverness

East Region - Moray & Aberdeenshire Forest District Office, Portsoy Road, Huntly AB54 4SJ – 0300 067 6380		
Mark Crowley	Operations Manager	Durris
Sean Miller	Assistant Operations Manager	Dunkeld
Dan Cadle	Assistant Operations Manager	Durris
Paul Raisbeck	Assistant Operations Manager	Newton Stewart

West Region - West Argyll Forest District Office Whitegates, Lochgilphead, PA31 8RS – 0300 067 6650		
James Robins	Operations Manager	Oban
Tommy McGrory	Assistant Operations Manager	Lochgilphead
Stuart Findlay	Assistant Operations Manager	Oban
Alistair Cumming	Assistant Operations Manager	Torlundy

Central Region - Cowal & Trossachs Forest District Office Aberfoyle, Stirling FK8 3UX – 0300 067 6600		
Russell Lamont	Operations Manager	Aberfoyle
James Kyle	Assistant Operations Manager	Aberfoyle
Fraser MacDonald	Assistant Operations Manager	Dunoon
Will Huckerby	Assistant Operations Manager	West Calder

South Region - Galloway Forest District Office Creebridge, Newton Stewart, DG8 6AJ – 0300 067 6900		
Hugh McKay	Operations Manager	Dumfries
Sandy White	Assistant Operations Manager	Castle Douglas
Andy Brown	Assistant Operations Manager	Ae
Mark Johnson	Assistant Operations Manager	Straiton
Neil Purves	Assistant Operations Manager	Ae
Daniel Brough	Assistant Operations Manager	Newton Stewart

LOT NO	LOCATION	SALE TYPE	Species	Est Vol m3obs	Number of Trees	Mean tree size	dbh	Tariff Method	SUPPLY PERIOD	AMOUNT OFFERED (EXCLUDING VAT)
1.01	WEST ARGYLL	Clearfell							10/12/25 to 31/03/26	£
	Eas An Fhraoich	25% windthrow	SS	2887	5346	0.540	24	B6		
			LP	326	981	0.332	20	B6		
			JL	99	87	1.132	32	B6		
	F45109		NS	68	165	0.412	23	B6		
				3380	6579	0.514				
									Estimated weight 2731 tonnes	
										Per tonne
										This site will not require Urea application.
1.02	WEST ARGYLL	Clearfell							10/12/25 to 31/03/26	£
	Auchenbreck		SS	3859	6145	0.628	26	B6		
			SS	140	610	0.230	19	B6		
	F45113			3999	6755	0.592				
									Estimated weight 3225 tonnes	
										Per tonne
										This site will not require Urea application.

All bids must be made via Forestry and Land Scotland's online e-sales system (<https://esales.forestry.scot>) as detailed in the general conditions of sale at the front of this catalogue. In the event that Forestry and Land Scotland's systems are unavailable for a significant period of time in advance of the sale, we will notify registered e-sales users of the position by email, or by a message on the sales website. Those wishing to make a bid are responsible for making their own adequate connection to the internet.

Tenders correctly submitted for Lots in this sale will be 'opened' at 12:00 hours on 26 November 2025 unless otherwise notified as set out above.

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1.03	WEST ARGYLL	Clearfell							10/12/25 to 30/06/26	£
	Cnoc Nan Carnach	10% windthrow	HL	2253	6361	0.354	21	B6		
			SS	2111	2775	0.761	30	B6		
			JL	763	1532	0.498	24	B6		
	F45115									Per tonne
				5127	10668	0.481				Estimated weight 3919 tonnes
	This site will not require Urea application.									
1.04	WEST ARGYLL	Clearfell							10/12/25 to 31/03/26	£
	Fearnoch Village		SS	3250	5117	0.635	27	B6		
			SS	2091	2111	0.991	31	B6		
			SS	930	3461	0.269	19	B6		
	F45116		HL	489	1050	0.466	24	B6		Per tonne
				6760	11739	0.576				Estimated weight 5417 tonnes
	This site will not require Urea application.									

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1.05	NORTH HIGHLAND	Clearfell							11/01/26 to 11/01/27	£
	Benmore West	10% windthrow	SS	5375	12335	0.436	23	B6		
			LP	3481	18755	0.186	18	B6		
			SS	2906	11183	0.260	20	B6		
	F44467		LP	577	1501	0.384	23	B6		
			JL	360	644	0.559	18	B6		
									Estimated weight 10353 tonnes	
				12699	44418	0.286				

Per tonne

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1.06	COWAL AND TROSSACHS	Clearfell							10/12/25 to 01/08/26	£
	Pole Flat Sphn	5% windthrow	SS	3072	4242	0.724	28	B6		
			SS	2630	2122	1.240	34	B6		
			JL	1754	843	2.081	40	B6		
	F44970		SS	1427	1417	1.007	30	B6		Per tonne
			SS	1365	684	1.995	39	B6	Estimated weight 10246 tonnes	
			MC	1352	3000	0.451	26	NA		
			JL	1156	2245	0.515	23	B6		
			JL	224	324	0.690	26	B6		
			SS	2	18	0.133	17	B6		
				12982	14895	0.872				

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1.07	COWAL AND TROSSACHS	Clearfell							10/12/25 to 14/12/26	£
	Lag Na Driseige		SS	7964	5164	1.542	36	B6		
			SS	6549	6478	1.011	33	B6		
			SS	4544	5000	0.909	30	NA		
	F44971		SS	3910	4563	0.857	30	B6		Per tonne
			SS	3509	2200	1.595	36	NA	Estimated weight 23812 tonnes	
			MC	2353	1800	1.307	33	NA		
			DF	560	85	6.585	53	B6		
			HL	85	85	1.000	28	B6		
			SP	42	25	1.676	46	B6		
			WH	41	129	0.318	20	B6		
			WH	3	12	0.225	18	B6		
				29560	25541	1.157				

This site will not require Urea application.

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1.08	COWAL AND TROSSACHS	Clearfell							10/12/25 to 20/12/26	£
	Letter Hill	20% windthrow	SS	13775	8425	1.635	36	B6		
			JL	1115	1009	1.105	34	B6		
			JL	346	380	0.911	36	B6		
	F45114		SP	225	334	0.674	30	B6		Per tonne
				15461	10148	1.524			Estimated weight 12385 tonnes	

This site will not require Urea application.

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1.09	SCOTTISH LOWLANDS	Clearfell							15/12/25 to 06/02/26	£
	Eastfield 92001	5% windthrow	SS	729	2641	0.276	20	B6		
			SS	727	2496	0.291	21	B6		
			SS	337	339	0.994	36	B6		
	F44759		HL	78	152	0.513	27	B6		
			LP	62	432	0.144	16	B6		
			LP	60	298	0.201	19	B6		
			SP	57	374	0.152	18	B6		
				2050	6732	0.305				

Per tonne

Estimated weight 1656 tonnes

This site will require Urea application
Forwarder to run on rubber.

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1.10	SCOTTISH LOWLANDS	Clearfell							10/12/25 to 31/05/26	£
	Heathland	10% windthrow	SS	7167	46884	0.153	17	B6		
			SS	2157	6698	0.322	22	B6		
			JL	1130	2423	0.466	26	B6		
	F45120		SS	547	606	0.903	36	B6		Per tonne
			JL	63	135	0.467	26	NA	Estimated weight 8850 tonnes	
			SS	15	17	0.882	36	NA		
				11079	56763	0.195				

UREA application is not required.

Max of 5 timber loads a day. No convoy runs permitted.

1.11	GALLOWAY	Clearfell							10/12/25 to 31/05/26	£
	Fairy Knowe		SS	4259	2550	1.670	43	NA		
			HL	121	1010	0.120	17	NA		
	F45119			4380	3560	1.230				Per tonne
									Estimated weight 3524 tonnes	

This site will not require Urea application.

A large area of coupe is recently windblown. Only Larch to be felled in sub-compartment to the east.

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1.12	GALLOWAY	Clearfell							10/12/25 to 30/09/26	£
	Kilquhockadale		SS	5858	35755	0.164	17	B6		
			LP	4813	11336	0.425	23	B6		
			SS	4558	11730	0.389	22	B6		
	F45159		LP	4273	7291	0.586	27	B6		
			SS	274	476	0.576	29	B6		
									Estimated weight 16257 tonnes	
				19776	66588	0.297				

Per tonne

This site will not require Urea application.

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1.13	DUMFRIES AND BORDERS	Clearfell							10/12/25 to 30/09/26	£
	Glenbenna Burn		EL	8543	12744	0.670	27	B6		
			DF	6318	4473	1.412	36	B6		
			JL	2101	35862	0.059	23	B6		
	F45132		LP	1654	2270	0.729	25	B6		Per tonne
			SS	811	650	1.248	34	B6	Estimated weight 16111 tonnes	
			NS	629	715	0.880	29	B6		
			SP	418	1149	0.364	22	B6		
				20474	57863	0.354				

This site will not require Urea application.

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